



# TORQ Analysis of Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products to Sales Agents, Financial Services




## INPUT SECTION:

| Transfer           | Title   | O*NET      | Filters    |                      |           |
|--------------------|---|------------|------------|----------------------|-----------|
| From Title:        | Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products | 41-4011.00 | Abilities: | Importance Level: 50 | Weight: 1 |
| To Title:          | Sales Agents, Financial Services  | 41-3031.02 | Skills:    | Importance Level: 69 | Weight: 1 |
| Labor Market Area: | Maine Statewide   |            | Knowledge: | Importance Level: 69 | Weight: 1 |

## OUTPUT SECTION:

Grand TORQ:







92

| Ability TORQ               |  |     |      | Skills TORQ                 |  |     |      | Knowledge TORQ           |  |     |      |
|----------------------------|--|-----|------|-----------------------------|--|-----|------|--------------------------|--|-----|------|
| Level                      |  | 96  |      | Level                       |  | 95  |      | Level                    |  | 85  |      |
| Gaps To Narrow if Possible |  |     |      | Upgrade These Skills        |  |     |      | Knowledge to Add         |  |     |      |
| Ability                    | Level  | Gap | Impt | Skill                       | Level  | Gap | Impt | Knowledge                | Level  | Gap | Impt |
| Deductive Reasoning        | 60   | 7   | 68   | No Skills Upgrade Required! |  |     |      | Economics and Accounting | 53   | 17  | 78   |
| Written Expression         | 57   | 6   | 65   |                             |  |     |      | English Language         | 50   | 4   | 80   |
| Inductive Reasoning        | 50   | 6   | 62   |                             |  |     |      | Mathematics              | 60   | 4   | 77   |
| Near Vision                | 53   | 2   | 65   |                             |  |     |      |                          |  |     |      |
| Problem Sensitivity        | 51   | 1   | 68   |                             |  |     |      |                          |  |     |      |
| Selective Attention        | 35   | 1   | 50   |                             |  |     |      |                          |  |     |      |

LEVEL and IMPT (IMPORTANCE) refer to the Target Sales Agents, Financial Services. GAP refers to level difference between Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products and Sales Agents, Financial Services.

## ASK ANALYSIS

### Ability Level Comparison - Abilities with importance scores over 50

| Description        | Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products  | Sales Agents, Financial Services  | Importance   |
|--------------------|--|---|--|
| Oral Expression    | 64  | 62  |  78 |
| Oral Comprehension | 64  | 57  |  75 |



|                       |    |    |    |
|-----------------------|----|----|----|
| Speech Recognition    | 59 | 57 | 75 |
| Speech Clarity        | 60 | 60 | 75 |
| Written Comprehension | 57 | 53 | 68 |
| Problem Sensitivity   | 50 | 51 | 68 |
| Deductive Reasoning   | 53 | 60 | 68 |
| Written Expression    | 51 | 57 | 65 |
| Near Vision           | 51 | 53 | 65 |
| Originality           | 51 | 50 | 62 |
| Inductive Reasoning   | 44 | 50 | 62 |
| Fluency of Ideas      | 55 | 53 | 59 |
| Information Ordering  | 50 | 48 | 59 |
| Category Flexibility  | 46 | 42 | 56 |
| Selective Attention   | 34 | 35 | 50 |

## Skill Level Comparison - Abilities with importance scores over 69

| Description                  | Sales Representatives,<br>Wholesale and<br>Manufacturing,<br>Technical and Scientific<br>Products | Sales Agents,<br>Financial Services | Importance |
|------------------------------|---|-------------------------------------|------------|
| Active Listening             | 78  | 66                                  | 89         |
| Reading Comprehension        | 76  | 65                                  | 78         |
| Speaking                     | 72  | 66                                  | 78         |
| Time Management              | 70  | 60                                  | 77         |
| Service Orientation          | 70  | 65                                  | 76         |
| Judgment and Decision Making | 62  | 62                                  | 72         |
| Critical Thinking            | 66  | 64                                  | 71         |
| Monitoring                   | 68  | 66                                  | 71         |
| Persuasion                   | 79  | 66                                  | 71         |

## Knowledge Level Comparison - Knowledge with importance scores over 69

| Description                   | Sales Representatives,<br>Wholesale and<br>Manufacturing, Technical<br>and Scientific Products | Sales Agents,<br>Financial Services | Importance |
|-------------------------------|--|-------------------------------------|------------|
| Customer and Personal Service | 81   | 71                                  | 86         |
| Sales and Marketing           | 77   | 67                                  | 84         |
| English Language              | 46   | 50                                  | 80         |



|                          |    |    |    |
|--------------------------|----|----|----|
| Economics and Accounting | 36 | 53 | 78 |
| Mathematics              | 56 | 60 | 77 |

### Experience & Education Comparison

| Related Work Experience Comparison  |   |                                  | Required Education Level Comparison   |   |                                  |
|---|---|----------------------------------|---|---|----------------------------------|
| Description   | Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products | Sales Agents, Financial Services | Description   | Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products | Sales Agents, Financial Services |
| 10+ years   | 0% <div><div></div></div>   | 8% <div><div></div></div>        | Doctoral  | 0%  | 0%                               |
| 8-10 years  | 10% <div><div></div></div>  | 6% <div><div></div></div>        | Professional Degree   | 0%  | 4% <div><div></div></div>        |
| 6-8 years   | 13% <div><div></div></div>  | 0%                               | Post-Masters Cert   | 0%  | 0%                               |
| 4-6 years   | 3% <div><div></div></div>   | 44% <div><div></div></div>       | Master's Degree   | 0%  | 16% <div><div></div></div>       |
| 2-4 years   | 28% <div><div></div></div>  | 10% <div><div></div></div>       | Post-Bachelor Cert  | 10% <div><div></div></div>  | 2% <div><div></div></div>        |
| 1-2 years   | 20% <div><div></div></div>  | 4% <div><div></div></div>        | Bachelors   | 41% <div><div></div></div>  | 54% <div><div></div></div>       |
| 6-12 months   | 10% <div><div></div></div>  | 18% <div><div></div></div>       | AA or Equiv   | 21% <div><div></div></div>  | 1% <div><div></div></div>        |
| 3-6 months  | 6% <div><div></div></div>   | 0%                               | Some College  | 13% <div><div></div></div>  | 0%                               |
| 1-3 months  | 0%  | 0%                               | Post-Secondary Certificate  | 0%  | 18% <div><div></div></div>       |
| 0-1 month   | 0%  | 0%                               | High School Diploma or GED  | 10% <div><div></div></div>  | 0%                               |
| None  | 6% <div><div></div></div>   | 6% <div><div></div></div>        | No HSD or GED   | 0%  | 0%                               |
| Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products   |   |                                  | Sales Agents, Financial Services  |   |                                  |
| Most Common Educational/Training Requirement:   |   |                                  |   |   |                                  |
| Moderate-term on-the-job training   |   |                                  | Bachelor's degree   |   |                                  |
| Job Zone Comparison   |   |                                  |   |   |                                  |
| 4 - Job Zone Four: Considerable Preparation Needed<br>A minimum of two to four years of work-related skill, knowledge, or experience is needed for these occupations. For example, an accountant must complete four years of college and work for several years in accounting to be considered qualified. |   |                                  | 4 - Job Zone Four: Considerable Preparation Needed<br>A minimum of two to four years of work-related skill, knowledge, or experience is needed for these occupations. For example, an accountant must complete four years of college and work for several years in accounting to be considered qualified. |   |                                  |
| Most of these occupations require a four - year bachelor's degree, but some do not.   |   |                                  | Most of these occupations require a four - year bachelor's degree, but some do not.   |   |                                  |
| Employees in these occupations usually need several years of work-related experience, on-the-job training, and/or vocational training.  |   |                                  | Employees in these occupations usually need several years of work-related experience, on-the-job training, and/or vocational training.  |   |                                  |

### Tasks

| Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products   | Sales Agents, Financial Services   |
|---|--|
| Core Tasks  | Core Tasks   |
| Generalized Work Activities:  | Generalized Work Activities:   |
| <ul style="list-style-type: none"> <li>Selling or Influencing Others - Convincing others to buy merchandise/goods or to otherwise change their minds or actions.</li> <li>Establishing and Maintaining Interpersonal Relationships - Developing constructive and cooperative working</li> </ul> | <ul style="list-style-type: none"> <li>Selling or Influencing Others - Convincing others to buy merchandise/goods or to otherwise change their minds or actions.</li> <li>Making Decisions and Solving Problems - Analyzing information and evaluating results to choose the best solution and solve problems</li> </ul> |



relationships with others, and maintaining them over time.

- Communicating with Persons Outside Organization - Communicating with people outside the organization, representing the organization to customers, the public, government, and other external sources. This information can be exchanged in person, in writing, or by telephone or e-mail.
- Making Decisions and Solving Problems - Analyzing information and evaluating results to choose the best solution and solve problems.
- Communicating with Supervisors, Peers, or Subordinates - Providing information to supervisors, co-workers, and subordinates by telephone, in written form, e-mail, or in person.

#### Specific Tasks

##### Occupation Specific Tasks:

- Advise customers regarding office layouts, legal and insurance regulations, cost analyses, and collection methods.
- Answer customers' questions about products, prices, availability, product uses, and credit terms.
- Arrange for installation and test-operation of machinery.
- Attend sales and trade meetings, and read related publications in order to obtain information about market conditions, business trends, and industry developments.
- Collaborate with colleagues to exchange information such as selling strategies and marketing information.
- Complete expense reports, sales reports, and other paperwork.
- Complete product and development training as required.
- Compute customer's installation or production costs, and estimate savings from new services, products, or equipment.
- Consult with engineers regarding technical problems.
- Contact new and existing customers to discuss their needs, and to explain how these needs could be met by specific products and services.
- Demonstrate and explain the operation and use of products.
- Emphasize product features based on analyses of customers' needs, and on technical knowledge of product capabilities and limitations.
- Identify prospective customers by using business directories, following leads from existing clients, participating in organizations and clubs, and attending trade shows and conferences.

#### Solve Problems

- Establishing and Maintaining Interpersonal Relationships - Developing constructive and cooperative working relationships with others, and maintaining them over time.
- Getting Information - Observing, receiving, and otherwise obtaining information from all relevant sources.
- Communicating with Persons Outside Organization - Communicating with people outside the organization, representing the organization to customers, the public, government, and other external sources. This information can be exchanged in person, in writing, or by telephone or e-mail.
- Interacting With Computers - Using computers and computer systems (including hardware and software) to program, write software, set up functions, enter data, or process information.

#### Specific Tasks

##### Occupation Specific Tasks:

- Contact prospective customers in order to present information and explain available services.
- Determine customers' financial services needs, and prepare proposals to sell services that address these needs.
- Develop prospects from current commercial customers, referral leads, and sales and trade meetings.
- Evaluate costs and revenue of agreements in order to determine continued profitability.
- Make presentations on financial services to groups in order to attract new clients.
- Prepare forms or agreements to complete sales.
- Review business trends in order to advise customers regarding expected fluctuations.
- Sell services and equipment, such as trusts, investments, and check processing services.

#### Detailed Tasks

##### Detailed Work Activities:

- access media advertising services
- advise clients on financial matters
- advise clients or customers
- complete information on loan forms
- conduct sales presentations
- ensure correct grammar, punctuation, or spelling
- evaluate degree of financial risk
- evaluate product quality for sales activities
- fill out business or government forms



- Inform customers of estimated delivery schedules, service contracts, warranties, or other information pertaining to purchased products.
- Initiate sales campaigns and follow marketing plan guidelines in order to meet sales and production expectations.
- Maintain customer records, using automated systems.
- Negotiate prices and terms of sales and service agreements.
- Obtain building blueprints and specifications for use by engineering departments in bid preparations.
- Prepare sales contracts for orders obtained, and submit orders for processing.
- Prepare sales presentations and proposals that explain product specifications and applications.
- Provide customers with ongoing technical support.
- Provide feedback to company's product design team so that products can be tailored to clients' needs.
- Quote prices, credit terms and other bid specifications.
- Recommend ways for customers to alter product usage in order to improve production.
- Review existing machinery/equipment placement, and create diagrams to illustrate efficient space utilization, using standard measuring devices and templates.
- Select the correct products or assist customers in making product selections, based on customers' needs, product specifications, and applicable regulations.
- Sell service contracts for products.
- Stock and distribute resources such as samples and promotional and educational materials.
- Study information about new products so that equipment and supplies can be accurately depicted and proper recommendations made.
- Train establishment personnel in equipment use.
- Verify customers' credit ratings, and appraise equipment in order to determine contract terms and trade-in values.
- Verify that materials lists are accurate and that delivery schedules meet project deadlines.
- Visit establishments such as pharmacies in order to check product sales.
- Visit establishments to evaluate needs and to promote product or service sales.

## Detailed Tasks

## Detailed Work Activities:

- follow contract, property, or insurance laws
- interview customers
- maintain records, reports, or files
- maintain telephone logs
- make decisions
- make presentations on financial matters
- motivate people
- obtain information from individuals
- prepare reports
- provide customer service
- sell products or services
- sell securities services
- use computers to enter, access or retrieve data
- use interpersonal communication techniques
- use knowledge of economic trends
- use knowledge of written communication in sales work
- use marketing techniques
- use public speaking techniques
- use sales techniques

## Technology - Examples

## Calendar and scheduling software

- Scheduling software

## Data base user interface and query software

- Data entry software
- Database management software
- FileMaker Pro software
- Microsoft Access
- Web-based information systems

## Electronic mail software

- Email software
- IBM Lotus Notes
- Microsoft Outlook

## Financial analysis software

- Bloomberg Professional
- Financial needs analysis software
- Realm Business Solutions INSIGHT for ARGUS
- Sales analysis software

## Internet browser software

- Web browser software



## Learned Work Activities

- access media advertising services
- advise clients or customers
- advise retail dealers in use of sales promotion techniques
- analyze business, scientific, or technical problems in electronic data processing systems
- analyze sales activities or trends
- answer customer or public inquiries
- arrange delivery schedules
- arrange for trial installations of equipment
- compute financial data
- conduct sales presentations
- conduct training for personnel
- consult with managerial or supervisory personnel
- demonstrate goods or services
- estimate delivery dates
- explain uses or effects of drugs
- fill out business or government forms
- identify best product for customer's needs
- instruct customers in product installation, use, or repair
- maintain records, reports, or files
- make presentations
- measure customer for size
- negotiate term of sale or services with customer
- obtain information from individuals
- operate agricultural equipment or machinery
- prepare list of prospective customers
- prepare recommendations based upon research
- prepare reports
- provide advice on food or drug storage or use
- provide customer service
- sell merchandise
- sell products or services
- solicit orders from established or new customers
- understand drug products
- understand technical operating, service or repair manuals
- use computers to enter, access or retrieve data
- use industry terms or concepts
- use interpersonal communication techniques
- use knowledge of medical terminology
- use knowledge of sales contracts
- use knowledge of written communication in sales work

## Office suite software

- Microsoft Office

## Presentation software

- Microsoft PowerPoint

## Project management software

- Project management software

## Spreadsheet software

- Microsoft Excel

- Spreadsheet software

## Word processing software

- Microsoft Word

- Word processing software

## Tools - Examples

- 10-key calculators

- Desktop computers

- Notebook computers

- Personal computers



- use marketing techniques
- use product knowledge to market goods
- use sales techniques
- use telephone communication techniques

#### Technology - Examples

##### Calendar and scheduling software

- Scheduling software

##### Customer relationship management CRM software

- ActionWare
- AdTrack Customer Acquisition Management CAM
- AMG Teleran SalesInSync
- Cegedim Target Software Target SFA Pharmaceutical Suite
- FrontRange Solutions Goldmine software
- InsideSales.com customer relationship management CRM software
- NetSuite NetCRM
- Sage Software ACT!
- Salesforce.com CRM
- Sybase iAnywhere Pharma Anywhere
- Sybase iAnywhere Sales Anywhere

##### Data base user interface and query software

- Data entry software
- Microsoft Access

##### Electronic mail software

- IBM Lotus Notes
- Microsoft Exchange
- Microsoft Outlook

##### Enterprise resource planning ERP software

- Infor SyteLine ERP

##### Internet browser software

- Web browser software

##### Office suite software

- Microsoft Office

##### Presentation software

- Microsoft PowerPoint
- Presentation software



|  |
|--|
| Project management software                          |
| • Kameleon Software E-Business Suite Special Edition |
| Spreadsheet software                                 |
| • Microsoft Excel                                    |
| • Spreadsheet software                               |
| Word processing software                             |
| • Microsoft Word                                     |
| • Word processing software                           |
| Tools - Examples                                     |
| • Laptop computers                                   |
| • Personal computers                                 |
| • Personal digital assistants PDA                    |
| • Tablet computers                                   |

### Labor Market Comparison

| Description                           | Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products | Sales Agents, Financial Services | Difference |
|---------------------------------------|---|----------------------------------|------------|
| Median Wage                           | \$ 57,210   | \$ 65,230                        | \$ 8,020   |
| 10th Percentile Wage                  | \$ 36,190   | \$ 35,780                        | \$( 410)   |
| 25th Percentile Wage                  | N/A   | N/A                              | N/A        |
| 75th Percentile Wage                  | \$ 79,080   | \$103,750                        | \$ 24,670  |
| 90th Percentile Wage                  | \$137,360   | N/A                              | N/A        |
| Mean Wage                             | \$ 69,310   | \$ 79,360                        | \$ 10,050  |
| Total Employment - 2007               | 720   | N/A                              | N/A        |
| Employment Base - 2006                | 775   | 1,054                            | 279        |
| Projected Employment - 2016           | 803   | 1,109                            | 306        |
| Projected Job Growth - 2006-2016      | 3.6 %   | 5.2 %                            | 1.6 %      |
| Projected Annual Openings - 2006-2016 | 20  | 33                               | 13         |

### National Job Posting Trends

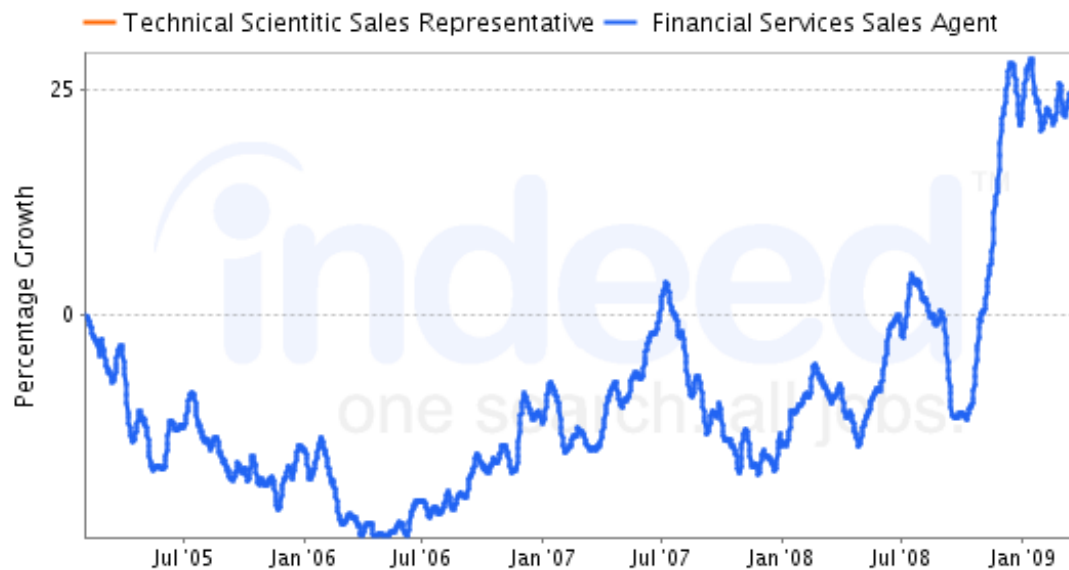
Trend for Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products

Trend for  
Sales  
Agents,  
Financial  
Services





### Job Trends from Indeed.com



Data from [Indeed](http://Indeed.com)

### Recommended Programs

#### Financial Planning

Financial Planning and Services. A program that prepares individuals to plan and manage the financial interests and growth of individuals and institutions. Includes instruction in portfolio management, investment management, estate planning, insurance, tax planning, strategic investing and planning, financial consulting services, and client relations.

| Institution                    | Address          | City    | URL  |
|--------------------------------|------------------|---------|--|
| University of Maine at Augusta | 46 University Dr | Augusta | <a href="http://www.uma.maine.edu/">www.uma.maine.edu/</a> |
| University of Maine at Augusta | 46 University Dr | Augusta | <a href="http://www.uma.maine.edu/">www.uma.maine.edu/</a> |

#### Investments and Securities

Investments and Securities. A program that prepares individuals to manage assets placed in capital markets, and related technical operations. Includes instruction in security analysis, debt and equity analysis, investment strategies, securities markets, computer-assisted research, portfolio management, portfolio performance analysis, and applications to specific investment problems and business situations.

No schools available for the program

#### Business and Personal/Financial Services Marketing Operations

Business and Personal/Financial Services Marketing Operations. A program that prepares individuals to perform marketing and operational tasks associated with the provision of personal and financial services. Includes instruction in banking, marketing research, advertising, promotional campaign organization, insurance, media relations, and applicable technical and administrative skills.

No schools available for the program

### Maine Statewide Promotion Opportunities for Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products

| O*NET Code | Title | Grand TORQ | Job Zone | Employment | Median Wage | Difference | Growth | Annual Job Openings |
|------------|-------|------------|----------|------------|-------------|------------|--------|---------------------|
|------------|-------|------------|----------|------------|-------------|------------|--------|---------------------|



|            |   |     |   |       |             |             |      |     |
|------------|---|-----|---|-------|-------------|-------------|------|-----|
| 41-4011.00 | Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products | 100 | 4 | 720   | \$57,210.00 | \$0.00      | 4%   | 20  |
| 41-3031.02 | Sales Agents, Financial Services  | 92  | 4 | 0     | \$65,230.00 | \$8,020.00  | 5%   | 33  |
| 41-3031.01 | Sales Agents, Securities and Commodities  | 91  | 4 | 0     | \$65,230.00 | \$8,020.00  | 5%   | 33  |
| 13-2052.00 | Personal Financial Advisors   | 90  | 3 | 360   | \$94,100.00 | \$36,890.00 | 10%  | 13  |
| 11-2022.00 | Sales Managers  | 90  | 4 | 1,310 | \$72,720.00 | \$15,510.00 | 3%   | 32  |
| 41-9021.00 | Real Estate Brokers   | 88  | 3 | 320   | \$61,300.00 | \$4,090.00  | -1%  | 22  |
| 11-2031.00 | Public Relations Managers   | 88  | 4 | 290   | \$71,020.00 | \$13,810.00 | 9%   | 10  |
| 11-3031.02 | Financial Managers, Branch or Department  | 87  | 4 | 2,440 | \$67,670.00 | \$10,460.00 | 7%   | 58  |
| 11-2021.00 | Marketing Managers  | 86  | 4 | 570   | \$74,560.00 | \$17,350.00 | 7%   | 17  |
| 11-3071.01 | Transportation Managers   | 84  | 3 | 710   | \$62,270.00 | \$5,060.00  | 5%   | 25  |
| 13-1081.00 | Logisticians  | 83  | 4 | 190   | \$59,120.00 | \$1,910.00  | 4%   | 4   |
| 11-3071.02 | Storage and Distribution Managers   | 83  | 3 | 710   | \$62,270.00 | \$5,060.00  | 5%   | 25  |
| 41-9031.00 | Sales Engineers   | 83  | 4 | 110   | \$64,910.00 | \$7,700.00  | -11% | 3   |
| 11-1021.00 | General and Operations Managers   | 82  | 4 | 8,490 | \$77,050.00 | \$19,840.00 | -5%  | 209 |
| 27-1011.00 | Art Directors   | 81  | 4 | 90    | \$66,570.00 | \$9,360.00  | 10%  | 7   |

### Top Industries for Sales Agents, Financial Services

| Industry   | NAICS  | % in Industry | Employment | Projected Employment | % Change |
|--|--------|---------------|------------|----------------------|----------|
| Securities and commodity contracts, brokerages, and exchanges                                | 5231-2 | 44.53%        | 142,466    | 191,181              | 34.19%   |
| Self-employed workers, primary job   | 000601 | 16.35%        | 52,317     | 55,737               | 6.54%    |
| Other financial investment activities  | 523900 | 7.50%         | 24,003     | 33,826               | 40.93%   |
| Other nondepository credit intermediation, including real estate credit and consumer lending | 522290 | 4.53%         | 14,503     | 17,393               | 19.92%   |
| Activities related to credit intermediation  | 522300 | 1.99%         | 6,367      | 8,244                | 29.48%   |
| Management of companies and enterprises  | 551100 | 1.66%         | 5,296      | 6,105                | 15.28%   |



|  |        |       |       |       |        |
|--|--------|-------|-------|-------|--------|
| Self-employed workers, secondary job                         | 000602 | 1.35% | 4,308 | 4,288 | -0.45% |
| Other investment pools and funds                             | 525900 | 0.56% | 1,783 | 2,503 | 40.41% |
| Direct insurance (except life, health, and medical) carriers | 524120 | 0.30% | 965   | 1,008 | 4.52%  |
| Management, scientific, and technical consulting services    | 541600 | 0.27% | 848   | 1,514 | 78.52% |
| Wholesale electronic markets and agents and brokers          | 425100 | 0.24% | 764   | 867   | 13.48% |
| Employment services  | 561300 | 0.14% | 437   | 553   | 26.56% |
| Insurance and employee benefit funds                         | 525100 | 0.13% | 405   | 499   | 23.23% |
| Electric power generation, transmission and distribution     | 221100 | 0.11% | 347   | 319   | -8.03% |
| Automobile dealers   | 441100 | 0.09% | 275   | 312   | 13.44% |

### Top Industries for Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products

| Industry   | NAICS  | % in Industry | Employment | Projected Employment | % Change |
|--|--------|---------------|------------|----------------------|----------|
| Professional and commercial equipment and supplies merchant wholesalers        | 423400 | 14.12%        | 58,010     | 67,622               | 16.57%   |
| Wholesale electronic markets and agents and brokers                            | 425100 | 11.21%        | 46,081     | 52,291               | 13.48%   |
| Drugs and druggists' sundries merchant wholesalers                             | 424200 | 10.67%        | 43,853     | 52,149               | 18.92%   |
| Electrical and electronic goods merchant wholesalers                           | 423600 | 6.47%         | 26,583     | 31,341               | 17.90%   |
| Computer systems design and related services                                   | 541500 | 6.04%         | 24,804     | 33,490               | 35.02%   |
| Self-employed workers, primary job   | 000601 | 3.53%         | 14,517     | 15,466               | 6.54%    |
| Software publishers  | 511200 | 2.20%         | 9,059      | 11,664               | 28.76%   |
| Chemical and allied products merchant wholesalers                              | 424600 | 2.06%         | 8,454      | 9,570                | 13.19%   |
| Management of companies and enterprises  | 551100 | 1.89%         | 7,781      | 8,970                | 15.28%   |
| Navigational, measuring, electromedical, and control instruments manufacturing | 334500 | 1.69%         | 6,957      | 6,661                | -4.26%   |
| Pharmaceutical and medicine manufacturing                                      | 325400 | 1.40%         | 5,749      | 7,245                | 26.03%   |
| Hardware, and plumbing and heating equipment and supplies merchant wholesalers | 423700 | 1.31%         | 5,395      | 6,124                | 13.52%   |
| Computer and peripheral equipment manufacturing                                | 334100 | 1.21%         | 4,952      | 3,241                | -34.54%  |
| Medical equipment and supplies manufacturing                                   | 339100 | 1.20%         | 4,926      | 5,039                | 2.29%    |
| Electronics and appliance stores   | 443100 | 1.11%         | 4,543      | 3,806                | -16.21%  |